

TODAY'S TOPIC

Get super sorted

Thank you for joining us.
We will commence shortly.





“TelstraSuper acknowledges the
Traditional Custodians of the lands
throughout Australia.
We pay respect to Elders past and
present.”

Acknowledgement of Country

IMPORTANT NOTICE

This presentation contains factual information and general advice only, including information about financial products. It has been prepared without taking into account your objectives, financial situation and needs. You should consider whether it is appropriate having regard to your personal circumstances before making any financial decisions. Please also consider our financial services guide which is available at www.telstrasuper.com.au

If you are considering acquiring a financial product, you should obtain the relevant product disclosure statement and target market determination before making a decision, which are available on our website at www.telstrasuper.com.au

Any taxation information in the presentation is factual information only. If you require taxation advice you should consult your accountant or tax adviser.

If you would like to find out more information about TelstraSuper, please contact us by email at **contact@telstrasuper.com.au** or use the Contact Form on the website to make a request, and we will arrange for a Member Contact Centre Consultant to call you. Alternatively, you can call our Member Contact Centre Consultants on **1300 033 166** to ask for further information.

Please refer to <https://www.telstrasuper.com.au/about-us/awards> to see further information on our awards from both third-party rating agencies and industry peers that recognise TelstraSuper's achievements in each of the nominated areas.



**THE IMPORTANCE
OF SUPER**



**CONTRIBUTING AND
CONSOLIDATING**



**WHAT ARE YOUR
INSURANCE
NEEDS?**



**CONSIDER YOUR
INVESTMENT
OPTIONS**



**HOW
TELSTRASUPER
CAN ASSIST**



QUESTIONS



THE IMPORTANCE OF SUPER



What are the facts?



11%

Employers are required to pay a minimum of **11%** of your eligible earnings into super. This will increase to 11.5% from 1 July 2024.



\$3.5 trillion

The pool of super money in Australia is worth **\$3.5 trillion** at the end of the June 2023 quarter.



\$16 billion

The total number of lost or unclaimed super across Australia totalled **\$16 billion**, as at February 2023.



Assets

For most people, super is likely to be their **largest financial asset** apart from the family home.

Investing in super

WHEN EMPLOYED



- Your employer is required to contribute 11% of your eligible earnings[^] as compulsory superannuation guarantee contributions into your nominated super fund so you will have money for your retirement.
- Any pre-tax contributions you make into super, will be taxed concessionaly at 15%*. Pre-tax contributions also include what your employer contributes.
- Your superannuation is invested by your fund and any investment earnings are also taxed up to 15%.
- Compounding is an important part of investing. Compounding is the investment returns generated on the returns you've already earned.

IN RETIREMENT



- After age 60 when you stop working and retire, any withdrawals you make from your super fund are not taxed.
- If you decide to commence a retirement income stream, there is no tax applied to your investment earnings (you can commence a retirement income stream up to the transfer balance cap limit**).
- When you stop working and retire, you can leave your super in your accumulation account for as long as you like. There is no requirement to commence a retirement income stream.
- Compounding is an important part of investing. Compounding is the investment returns generated on the returns you've already earned.

*It is important to be aware that there are limits and conditions on how much you can contribute each year.

** If you start a retirement phase income stream for the first time on or after 1 July 2023, the transfer balance cap is \$1.9 million.

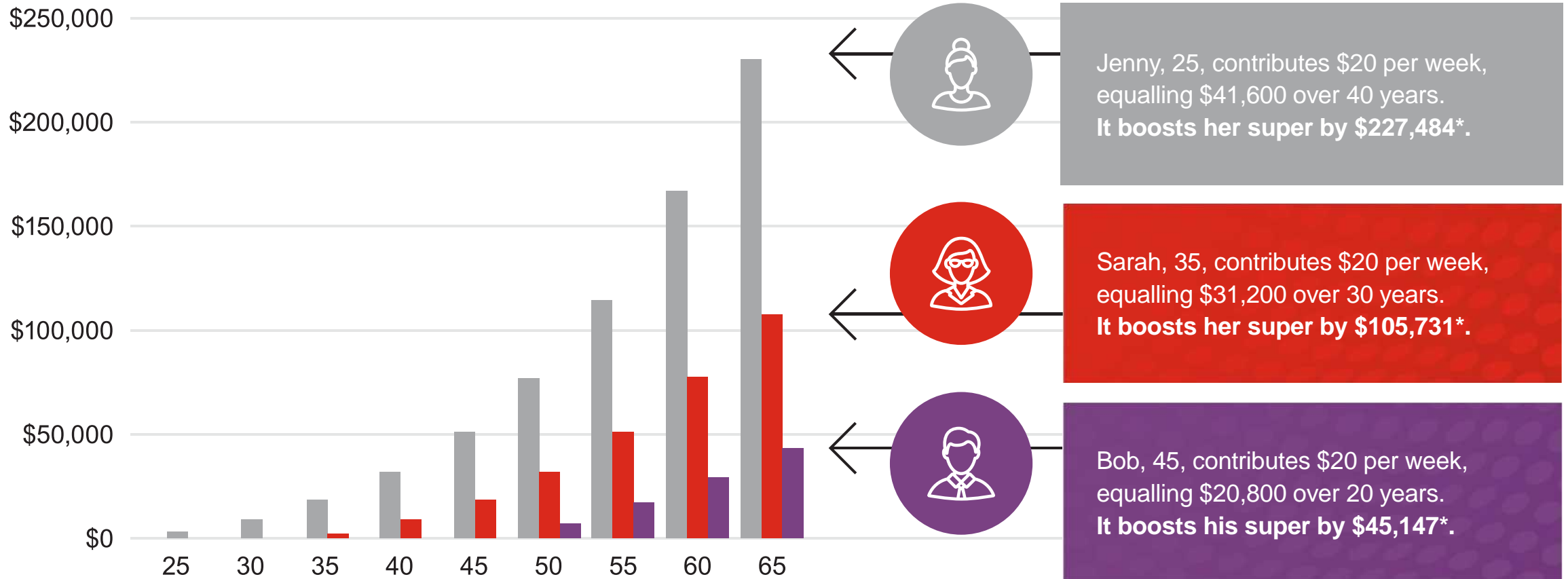
[^]11% employer contribution rate is not relevant to members with a defined benefit account



**CONTRIBUTING AND
CONSOLIDATING**



Maximising contributions & compound interest



Jenny, 25, contributes \$20 per week, equalling \$41,600 over 40 years. **It boosts her super by \$227,484*.**



Sarah, 35, contributes \$20 per week, equalling \$31,200 over 30 years. **It boosts her super by \$105,731*.**



Bob, 45, contributes \$20 per week, equalling \$20,800 over 20 years. **It boosts his super by \$45,147*.**

*Based on no initial balance, weekly regular contribution of \$20 until age 65, an investment return of 7% p.a. net of fees, taxes and other costs, The annual interest rate takes into account the effect of compound interest. The results calculated are shown in future dollars and no adjustment has been made for inflation. Based on a retirement age of 65. Past performance is not a reliable indicator of future performance. This presentation contains factual information and general advice only. It has been prepared without taking into account your objectives, financial situation and needs. You should consider whether it is appropriate having regard to your personal circumstances before making any financial decisions. If you are considering acquiring a financial product you should obtain the relevant product disclosure statement and target market determination before making any decision. Source: [Compound interest calculator - Moneysmart.gov.au](#)

Important contribution limits



Pre-tax (concessional contributions)

Employer contributions, salary sacrifice contributions, personal deductible contributions, additional employer contributions which cover the cost of insurance premiums

15% tax

Annual contribution cap **\$27,500**

Rolling 5-year catch up

If your total super balance is less than \$500,000 as at end of the previous financial year, any unused concessional contributions cap amounts can be carried forward for up to five years before they expire.



Post-tax (non-concessional contributions)

Contribution made from after-tax income and spouse contributions

0% tax

Annual contribution cap **\$110,000^{^*}**

Bring forward rule^{^#}

If your total super balance is less than \$1.9 million and you are aged under 75, you may be able to make up to three years' worth of post-tax contributions (up to \$330,000^{**}) in a single year.

* From 1 July 2022, individuals aged between 67 to 74 are able to make or receive personal contributions and salary sacrificed contributions without meeting the work test, subject to the existing contribution caps. However, they will be required to meet the work test to claim a deduction for personal contributions. To satisfy the work test you must complete at least 40 hours of paid work in a period of not more than 30 consecutive days in the financial year in which you plan to make non-concessional contributions.

[^] Subject to the \$1.9 million total superannuation balance cap. Individuals with a total superannuation balance of \$1.68 million or more are not able to utilise the full bring forward rule.

[#] Must be under age 75 at the start of the financial year and meet other eligibility criteria.

^{**} Once you trigger the bring-forward arrangement in a year, any change to the non-concessional contributions cap for the bring-forward period doesn't apply to you. The bring-forward cap amount is set based on the cap in the first year of the period.

Source: [Contributions caps | Australian Taxation Office \(ato.gov.au\)](#) and [Caps, limits and tax on super contributions | Australian Taxation Office \(ato.gov.au\)](#)

Important contribution limits



Total super balance

Includes all superannuation funds and retirement income streams

\$1.9 million

No further post-tax (non-concessional) contributions

If the total superannuation balance across all your superannuation and retirement income streams (not just your TelstraSuper account) is equal to or greater than \$1.9 million at the end of the previous financial year (i.e.30/06/2023).

TelstraSuper Financial Planning has a team of phone-based Advisers who can provide you with simple advice in relation to your contributions. There's no additional cost for simple phone-based advice as this is included in your TelstraSuper membership. You can contact us on 1300 033 166 or request an appointment with our online contact form. Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705 wholly owned by Telstra Super Pty Ltd as trustee for the Telstra Superannuation Scheme (TelstraSuper)

[^]If you start a retirement phase income stream for the first time on or after 1 July 2023, the transfer balance cap is \$1.9 million. Every individual will have their own personal transfer balance cap depending on their circumstances and whether they have already commenced an income stream account.

Source: [Caps, limits and tax on super contributions | Australian Taxation Office \(ato.gov.au\)](#) and [Calculating your personal transfer balance cap | Australian Taxation Office \(ato.gov.au\)](#)

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Transfer balance cap



Maximum amount that can be transferred from superannuation accumulation funds into the tax-free retirement phase

\$1.9 million[^]

Example

John retires at age 62 with a total super balance of \$2 million. He is able to commence a retirement income stream with up to \$1.9 million[^]. John can leave the remaining \$100,000 in his superannuation accumulation account and access this money when needed tax-free as he has retired and reached his superannuation preservation age.

Consolidate accounts

There are literally billions of dollars of lost money out there and some of it could be yours.

Multiple super accounts

- Multiple insurance policies
- Multiple sets of account fees
- Multiple statements
- Multiple logins

One super account

- One insurance policy
- One set of account keeping fees
- One statement
- One login

Before consolidating your super you should consider the implications of consolidating your super funds (eg. insurance, tax, fees and benefits) and in particular, review any insurance cover you have within those funds in which you are still a member, which could be impacted. **If you choose to consolidate your accounts into TelstraSuper you'll lose any insurance cover held with other funds. Consider transferring your current eligible Death, TPD and Income Protection cover* from your current funds.** Consider if consolidating is right for you. Think about seeking financial advice before making a decision to consolidate your super.

* For all terms and conditions relating to the transfer of Death, TPD and/or Income Protection please refer to the applicable PDS and Insurance Guide.





**WHAT ARE YOUR
INSURANCE NEEDS?**



Insurance within super



Death Cover

Provides a lump sum for your dependants or your legal personal representative in the event of your death.

Lump sum



Terminal Illness Benefit

Pays a lump sum if you're diagnosed with a terminal illness and the insurer is satisfied, on medical or other evidence, that the illness, despite reasonable medical treatment, will lead to your death within 24 months of the date of the certification. This is an advance on the death benefit.

Lump sum



Total & Permanent Disability Cover (TPD)

Pays a lump sum if you become totally and permanently disabled and unable to work due to sickness or an accident.

Lump sum



Income Protection Cover

Provides a monthly partial replacement income benefit, plus a monthly super contribution to your super account in the fund, if you're partially disabled or totally disabled and are temporarily unable to work due to sickness or accident.

Monthly income

WHAT ARE YOUR INSURANCE NEEDS?

TelstraSuper Corporate Plus default insurance



Default Death & Total and Permanent Disability (TPD) cover calculated based on a salary of \$80,000 p/a[#]



If you're a TelstraSuper Corporate Plus member, default Death & TPD[^] insurance cover is available to you. Your employer may pay additional employer contributions which cover the cost of default Death & TPD[^] insurance premiums.^{**}

Default Income Protection (IP)[^]

Your Income Protection benefit payment will be up to **75% of your salary** with an additional **12%^{^^} paid into your super fund**

[^] Default Death and TPD insurance premiums may be paid for by additional employer contributions. The insurance available to you is subject to eligibility criteria, conditions and exclusions contained in the relevant insurance policies and are described in TelstraSuper Corporate Plus Product Disclosure Statement and Insurance Guide. To be eligible for default cover in TelstraSuper Corporate Plus, you must join TelstraSuper within 120 days of commencing employment, otherwise all cover is subject to application and acceptance. Members in casual employment who satisfy the default cover conditions will receive an age-based level of default Death & TPD cover. Default IP insurance cover is not available to members who have attained age 65 or who are in casual employment. Members in casual employment may apply for voluntary IP cover which is subject to acceptance by our insurer.

[#] If you are aged under 25 or have an account balance that is less than \$6,000 you must make an election to opt in within 120 days of commencing employment to receive default insurance cover (excludes default insurance cover where insurance premiums are covered by additional employer contributions). Cover commencing outside usual conditions including joining TelstraSuper outside 120 days of commencing employment is subject to "At Work" requirements and other eligibility criteria, conditions and exclusions contained in the relevant insurance policy. If approved for cover outside usual conditions your default Death and TPD insurance premiums may still be covered by additional employer contributions, subject to any loadings applied as part of your application. If a member is not "At Work" on the cover start date, the member's cover will be "Limited Cover" until the member is "At Work".

Insurance premiums, where applicable, will be deducted from your account at the end of each quarter in arrears and on withdrawal if you leave the Fund or transfer your super to another TelstraSuper account. In some cases, Default Cover insurance premiums may be covered by additional employer contributions paid by your employer, as an employee benefit, but this can change in the future. Excludes members who don't have their Superannuation Guarantee (SG) contributions paid to TelstraSuper. Refer to the relevant Employer Schedule for more information.

For further information refer to the relevant Product Disclosure Statement, Target Market Determination and Insurance Guides on TelstraSuper's website at [Product Disclosure Statements and Guides | TelstraSuper](#).

*Age next birthday as at last 1 July

^{^^}In the event of an approved IP claim with a Date of Disablement that is prior to 4 April 2024, the SG benefit paid to your TelstraSuper account will be 10% and your total monthly benefit will be 85%

Who can receive your death benefit?

Your eligible dependants are:



Binding nomination

A valid binding death benefit nomination gives you certainty about who will receive your benefit in the event of your death and means TelstraSuper must pay your death benefit to the beneficiaries nominated in the proportion set out in the nomination. To be valid and in effect, the binding nomination must meet all the superannuation law requirements.



Non-Binding nomination

A non-binding nomination is not binding on the Trustee of TelstraSuper. The Trustee will take your nomination into consideration when determining to whom to pay your death benefit in accordance with superannuation law.



* Legal personal representative is the person nominated by you to be the executor of your Will or appointed to distribute your assets according to the laws of the relevant State or Territory.



**CONSIDER YOUR
INVESTMENT OPTIONS**



Risk vs return?

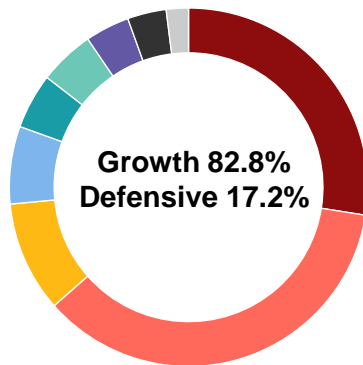


CONSIDER YOUR INVESTMENT OPTIONS

TelstraSuper MySuper Lifecycle investment option (MySuper)

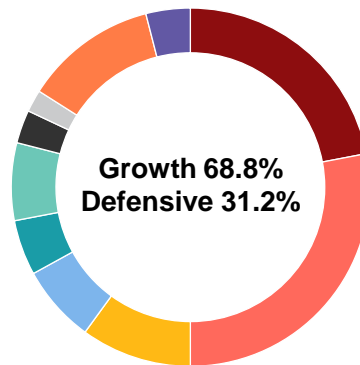


MySuper Growth
(under 50)



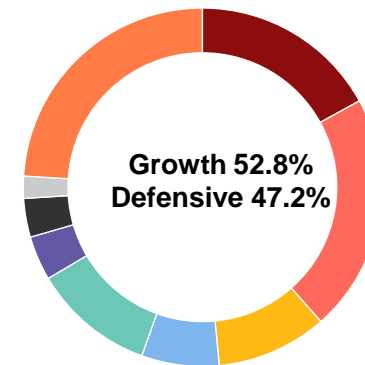
- Australian Shares 27.5%
- International Shares 36%
- Unlisted Property 10%
- Infrastructure 7%
- Private Market 5%
- Cash 5%
- Alternative Debt 4%
- Opportunities 3.5%
- Listed Property Trusts 2%

MySuper Balanced
(50 to under 65)



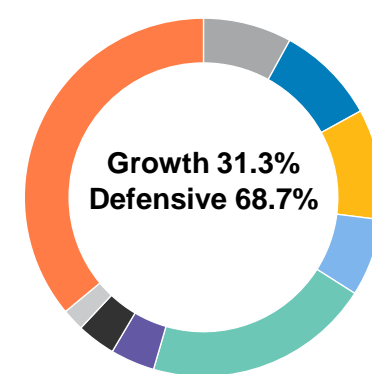
- Australian Shares 22%
- International Shares 27.5%
- Unlisted Property 10%
- Infrastructure 7%
- Private Market 5%
- Cash 7%
- Opportunities 3.5%
- Listed Property Trusts 2%
- Diversified Fixed Interest 12%
- Alternative Debt 4%

MySuper Moderate
(65 to under 70)



- Australian Shares 17%
- International Shares 21.5%
- Unlisted Property 10%
- Infrastructure 7%
- Cash 11%
- Alternative Debt 4%
- Opportunities 3.5%
- Listed Property Trusts 2%
- Diversified Fixed Interest 24%

MySuper Conservative
(70 and over)



- Australian Shares 8%
- International Shares 9%
- Unlisted Property 10%
- Infrastructure 7%
- Cash 20.5%
- Alternative Debt 4%
- Opportunities 3.5%
- Listed Property Trusts 2%
- Diversified Fixed Interest 36%

CONSIDER YOUR INVESTMENT OPTIONS

Investment options - Corporate & Personal plus members



Investment option	Growth / Defensive assets	Investment objective CPI	Risk of negative return	Suggested investment timeframe**
High Growth	90% / 10%	+4% pa	4–6 years in 20	10+ years
Growth	82.8% / 17.2%	+3.5% pa	4–6 years in 20	7–10 years
Balanced	68.8% / 31.2%	+3% pa	4–6 years in 20	5–10 years
Moderate	52.8% / 47.2%	+2% pa	3–4 years in 20	4–10 years
Conservative	31.3% / 68.7%	+1% pa	1–2 years in 20	3–10 years
International Shares	100 / 0%	+3.5% pa	6 or more years in 20	8–10 years
Australian Shares	100 / 0%	+3.5% pa	6 or more years in 20	8–10 years
Property	57.5% / 42.5%	+3% pa	4–6 years in 20	5–7 years
Diversified Bonds and Credit	0 / 100%	Refer footnote#	1–2 years in 20	4–8 years
Cash	0 / 100%	Refer footnote*	Less than 0.5 years in 20	0–2 years

The above information relates to TelstraSuper accumulation accounts.

The High Growth investment option was introduced on 2 October 2023. The "Defensive Growth" investment option was renamed the "Moderate" investment option on 1 July 2023. The "Fixed Interest" investment option was renamed the "Diversified Bonds and Credit" investment option on 1 July 2023. #The Diversified Bonds and Credit option return objective as per the investment guide is to outperform the Bloomberg AusBond Bank Bill Index, adjusted for tax, +0.5% pa.

*The Cash option return objective as per the investment guide is to outperform the Bloomberg AusBond Bank Bill Index, adjusted for tax. **The suggested investment timeframe provides an indication of the typical length of time over which investments in the option should be expected to be held. All analysis was conducted based on the upper end of the suggested timeframe's range. The Bloomberg AusBond Bank Bill Index is a commonly used benchmark for cash-like investments. It measures the return earned on a diversified portfolio of different types of short-term cash investments. Cash investments are generally taxed at 15% in the superannuation accumulation phase.

Source: Refer to the relevant Product Disclosure Statement, Target Market Determination and Guides on TelstraSuper's website at www.telstrasuper.com.au.

Corporate Plus fees and costs



Fee types		TelstraSuper Corporate Plus
Administration fees and costs	✓	1.00 per week + 0.16% per annum
Investment fees and costs	✓	Range 0.08% p.a. – 1.30% p.a*. depending on your chosen investment option. Deducted in the calculation of unit prices daily
Buy / sell spread	✓	TelstraSuper only charges a buy-sell spread in relation to units bought or sold in the Property investment option. The buy or sell cost is 0.10%
Switching fee	X	Nil
Transaction costs	✓	Up to 0.21%p.a. depending on the investment option. Deducted in the calculation of unit prices daily.
Contribution fees	X	Nil
Comprehensive personal advice fees with TelstraSuper Financial Planning	✓	Ranges from \$1,000 to \$3,000 (plus GST where applicable) depending on the nature and complexity of advice required.
Insurance premiums	✓	Your employer may pay additional employer contributions to cover the cost of insurance premiums for default Death and TPD cover and in some instances Income Protection cover. Please refer to your Employer schedule**
Exit fees	X	Nil

*excludes investment fees and costs for the direct access investment option

** Contact TelstraSuper for your employer schedule

For further information please refer to the relevant Product Disclosure Statement, Guide, Target Market Determination and Financial Services Guide on TelstraSuper's website at www.telstrasuper.com.au/information-hub/product-disclosure-statements-and-guides

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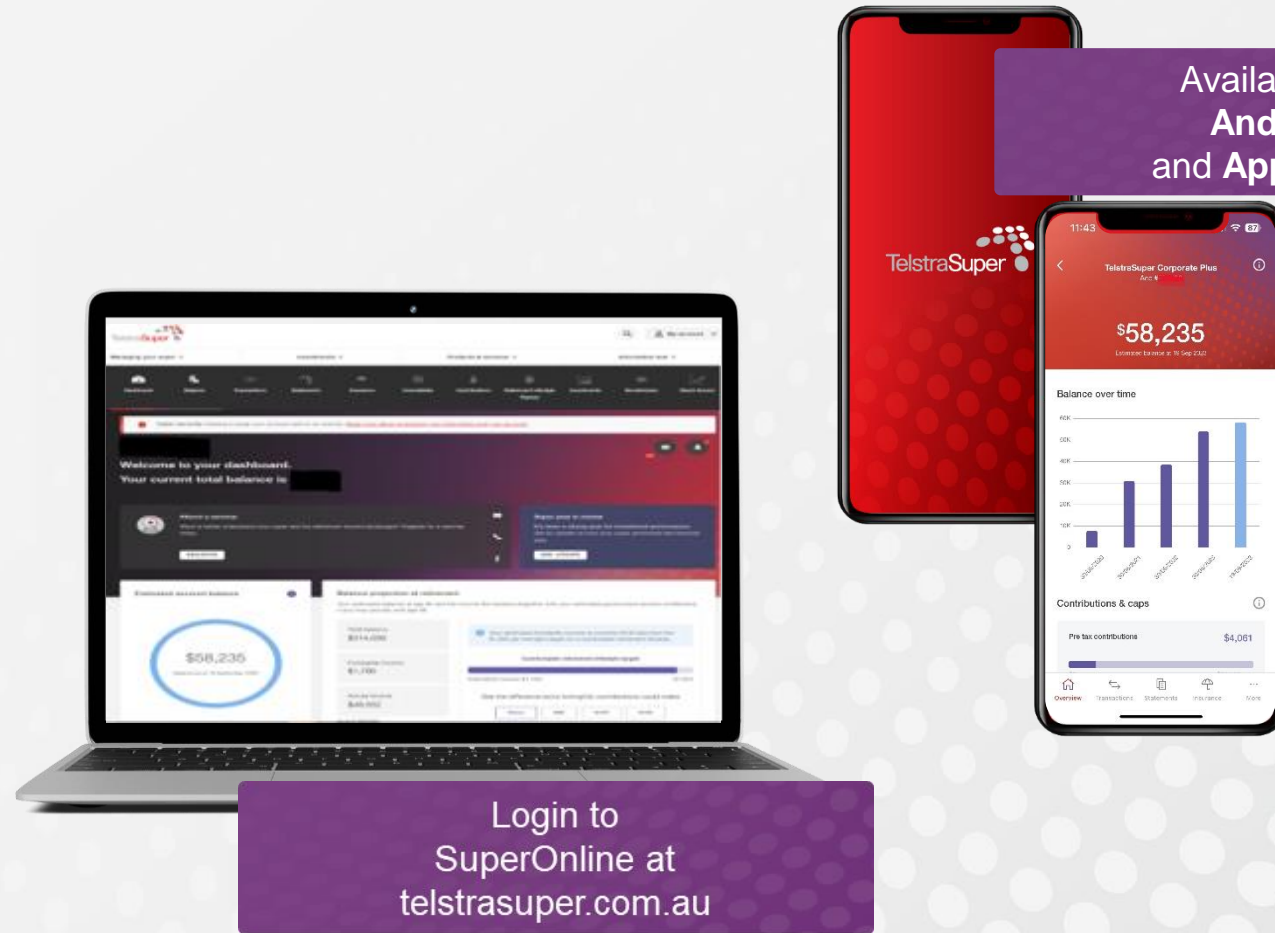


**HOW TELSTRASUPER
CAN ASSIST**

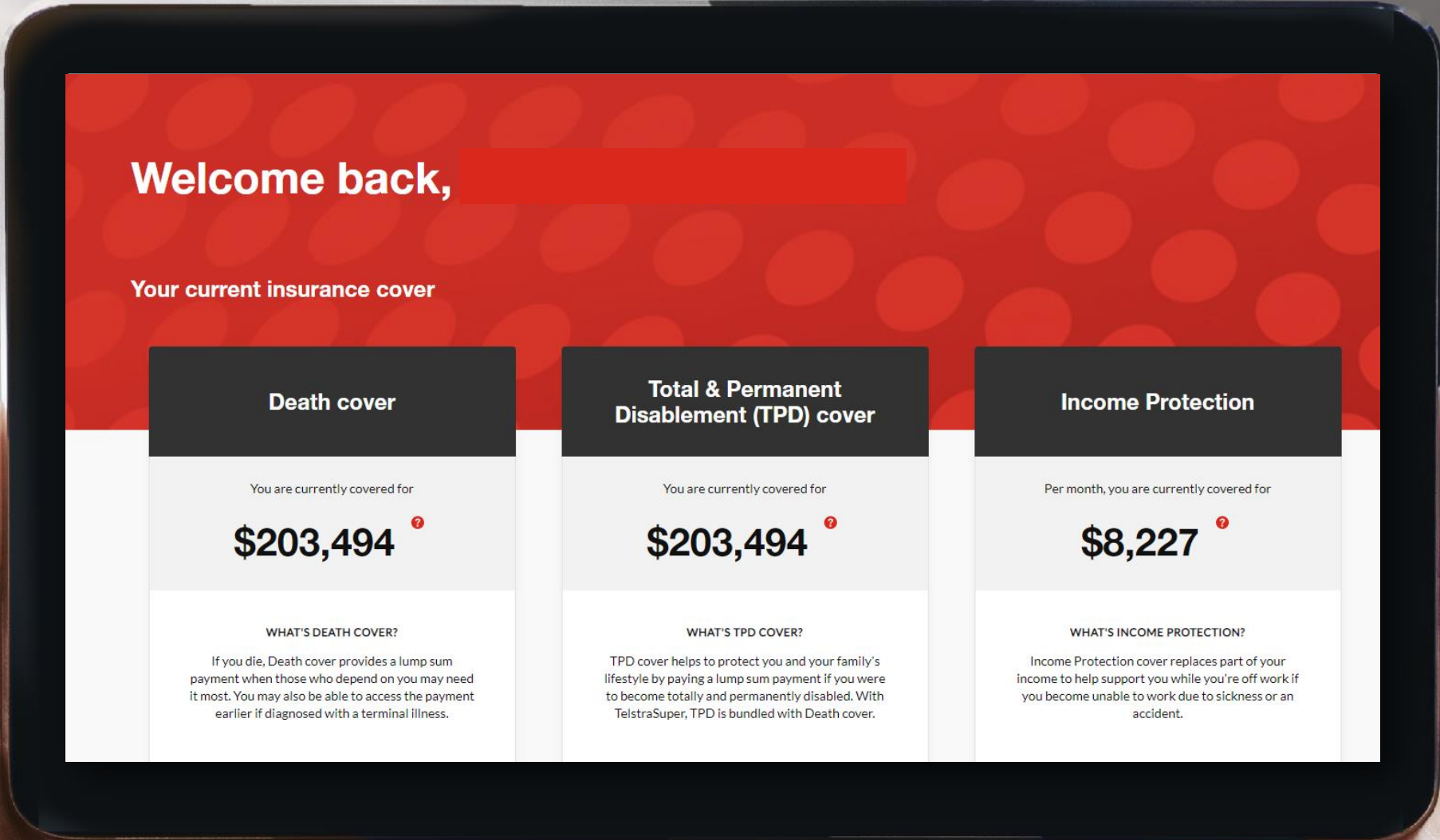


Keeping in touch with your super

- ✓ Update your personal details
- ✓ Provide your personal email address
- ✓ Check your account balance
- ✓ Review your insurance cover
- ✓ View your nominated beneficiaries and make a non-binding nomination
- ✓ Review your investment options and investment returns
- ✓ Keep track of pre-tax contributions against the concessional contribution caps
- ✓ Review benefit statements
- ✓ View latest contributions and transactions



Insurance portal

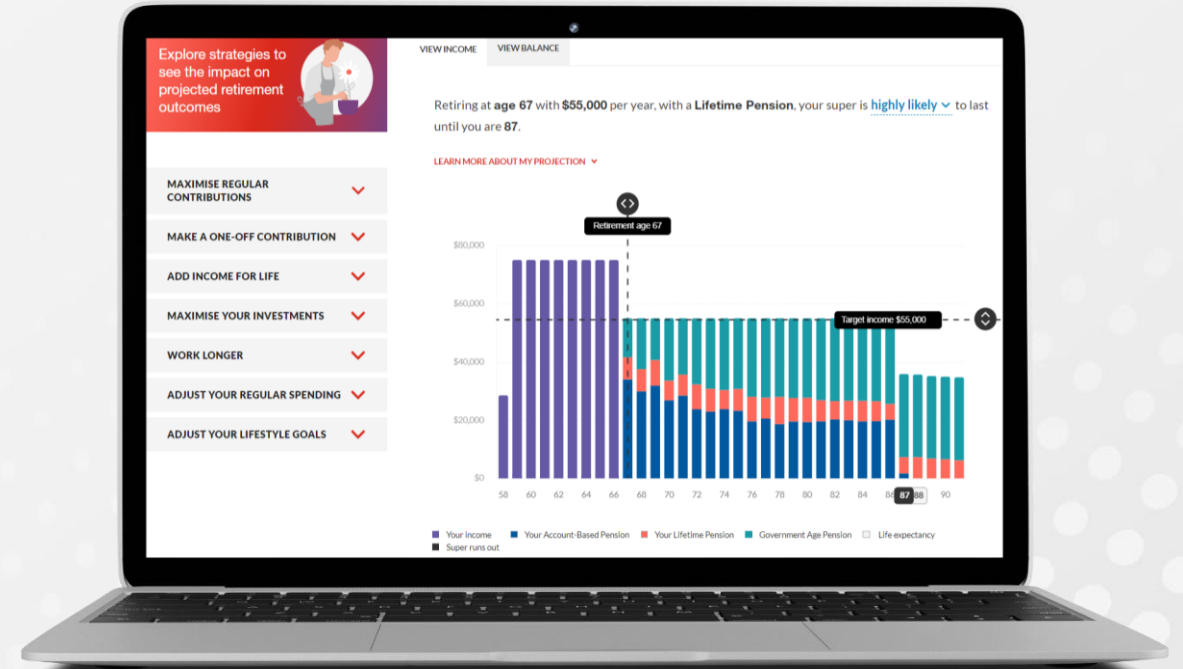
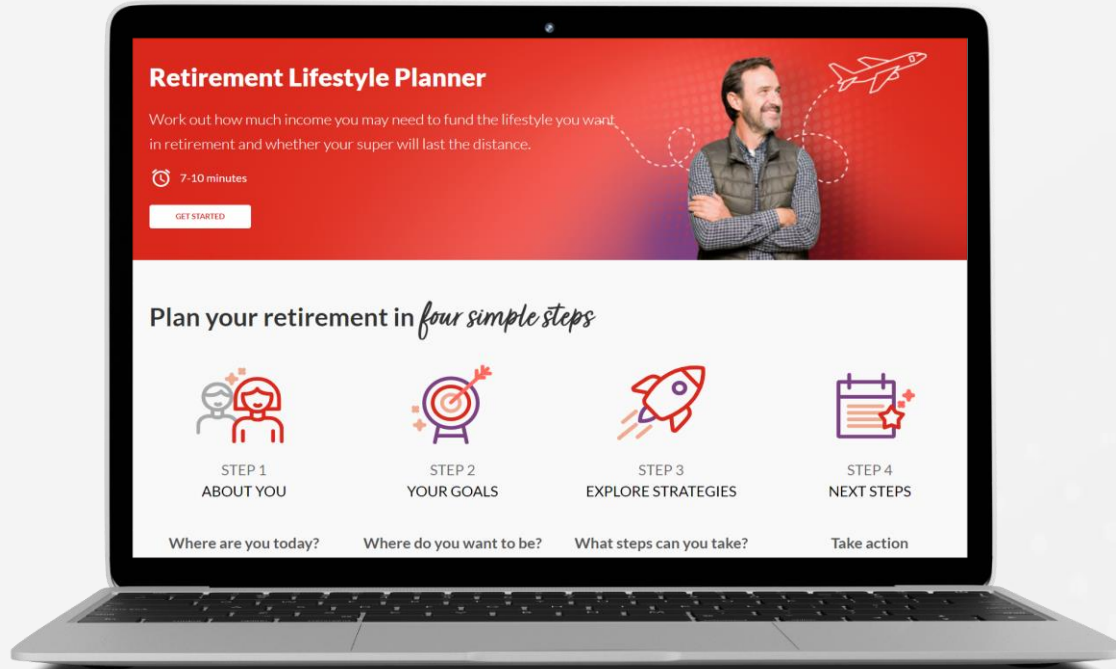


Welcome back,

Your current insurance cover

Death cover	Total & Permanent Disablement (TPD) cover	Income Protection
You are currently covered for	You are currently covered for	Per month, you are currently covered for
\$203,494 [?]	\$203,494 [?]	\$8,227 [?]
WHAT'S DEATH COVER? If you die, Death cover provides a lump sum payment when those who depend on you may need it most. You may also be able to access the payment earlier if diagnosed with a terminal illness.	WHAT'S TPD COVER? TPD cover helps to protect you and your family's lifestyle by paying a lump sum payment if you were to become totally and permanently disabled. With TelstraSuper, TPD is bundled with Death cover.	WHAT'S INCOME PROTECTION? Income Protection cover replaces part of your income to help support you while you're off work if you become unable to work due to sickness or an accident.

Retirement lifestyle planner



- You can set your goals and where you want to be at retirement helping you to determine how much income you may need to support your retirement lifestyle
- Allows you to assess the impact that different scenarios could have on your goals/retirement outcomes such as planned career breaks/time off to raise children, making lump sum withdrawals and making additional contributions
- See how much Government Age Pension you may qualify for and include other investments, assets and income that you may have

The information you provide in the calculator will be used by TelstraSuper Pty Ltd to provide you with an illustrative income projection. However, it may not take into account all of your relevant personal needs and circumstances and it is not intended to replace financial advice. A financial planner can assess your financial needs more broadly, can help you optimise your financial position and can provide you with specific financial product advice. We recommend that, prior to acting on any information contained in this calculator, you consider the relevant Product Disclosure Statement and Target Market Determination.

Access the calculators www.telstrasuper.com.au/information-hub/calculators

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Four financial advice services to empower you



SUPER *sorter*

Simple phone advice and info designed to help you maximise your super.

No additional cost to members

Included in membership



STEP *it up*

Want to take that next step with your super or finances? We'll find you a simple solution.

Low cost Options

\$500 - \$900 per topic per person (+GST if applicable)



BIG *picture it*

Let's check out your whole financial situation and make a plan.

One off fee for service

\$1000 - \$3000 (+GST if applicable)



STAY *on track*

Ongoing expert advice on super and wealth. We'll nudge and encourage you, keeping you on track as life changes.

Annual fee for service

\$1750[^] pa or \$2300[^] pa depending on advice (+GST if applicable)

Financial advice is provided by Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705. TSFP is wholly owned by TelstraSuper Pty Ltd (TSPL) in its capacity as trustee for the Telstra Superannuation Scheme (TelstraSuper). Refer to the current [TSFP Financial Services Guide \(FSG\)](#) on our website [Financial Planning and Advice | TelstraSuper](#) for important information about the services. Advice fees are current as at 1 October 2023.

[^]The ongoing advice service provides our clients with a review of the advice previously provided by us within the last 12 months, however if additional advice is required outside of this scope, due to changes in client's circumstances, additional costs may apply. Further information about costs are included in the client agreement

Get *super fit* with TelstraSuper Financial Planning



Get super fit with a super health check

Expert advisers from TelstraSuper Financial Planning can help you by reviewing your superannuation objectives and creating a plan to help support you in achieving your financial goals.

It all starts with a small step of talking to a financial adviser from TelstraSuper Financial Planning, who can address one or all of the following topics and more:



Boosting your super



Buying your first house



Saving goals



Investing



Insurance



Managing debt



Expert advisers from TelstraSuper Financial Planning are ready to assist with complementary 30-minute super health checks through pre-arranged telephone meetings.

To request a financial health check email education@telstrasuper.com.au

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THANKS FOR YOUR TIME



We're happy to answer your questions



1300 033 166

8:30am - 6:00pm (Melbourne time) Monday to Friday



On demand education hub



education@telstrasuper.com.au



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Live chat via website



Rated an ESG Leader for 2023 by Rainmaker

Your leading profit-to-member fund

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